

Message Text

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73-61

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 XMB-02 MC-02 DODE-00 NRC-05

NSAE-00 USIA-06 TRSE-00 ERDA-05 CIAE-00 CAB-02 DOTE-00

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 4538

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LIMITED OFFICIAL USE WARSAW 7450

PASS EXIM BANK

E.O. 11652: N/A

TAGS: EAIR, PL

SUBJECT: POLES AGAIN INTERESTED IN ACQUIRING US AIRCRAFT

1. SALES REPRESENTATIVES OF MCDONNELL-DOUGLAS AND BOEING HAVE BEEN INVITED TO WARSAW BY POLISH AVIATION AUTHORITIES TO DISCUSS LEASING WIDE-BODIED AIRCRAFT. ALTHOUGH THEY HAVE NOT YET MET WITH THE POLES, THE REPRESENTATIVES BELIEVE THIS NEW INTEREST IN WIDE-BODIED AIRCRAFT MAY SPRING FROM A DESIRE TO PUT LOT IN A POSITION TO COMPETE WITH PAN AM, WHICH MAY INTRODUCE SUCH AIRCRAFT INTO POLAND IN 1978. THE BOEING AND MCDONNELL-DOUGLAS REPS THOUGHT LEASING APPEALED TO SOME POLISH OFFICIALS AS MORE ACCEPTABLE TO THE SOVIETS THAN PURCHASE OF WESTERN EQUIPMENT. POLISH AUTHORITIES MAY ALSO BELIEVE THAT LEASING AIRCRAFT WOULD BE LESS DAMAGING TO POLAND'S INTERNATIONAL CREDIT STANDING THAN SOLICITING ADDITIONAL LOANS TO ACQUIRE THE PLANES OUTRIGHT.

2. COMMENT: THIS NEW EFFORT BY POLISH AVIATION AUTHORITIES TO ACQUIRE US AIRCRAFT MAY ENCOUNTER THE SAME POLITICAL AND FINANCIAL CONSTRAINTS AS THOSE WHICH SIDETRACKED THEIR PREVIOUS EFFORTS, BUT IT IS INTERESTING THAT

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THEY PERSIST IN TRYING.

DAVIES

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NNN

Message Attributes

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